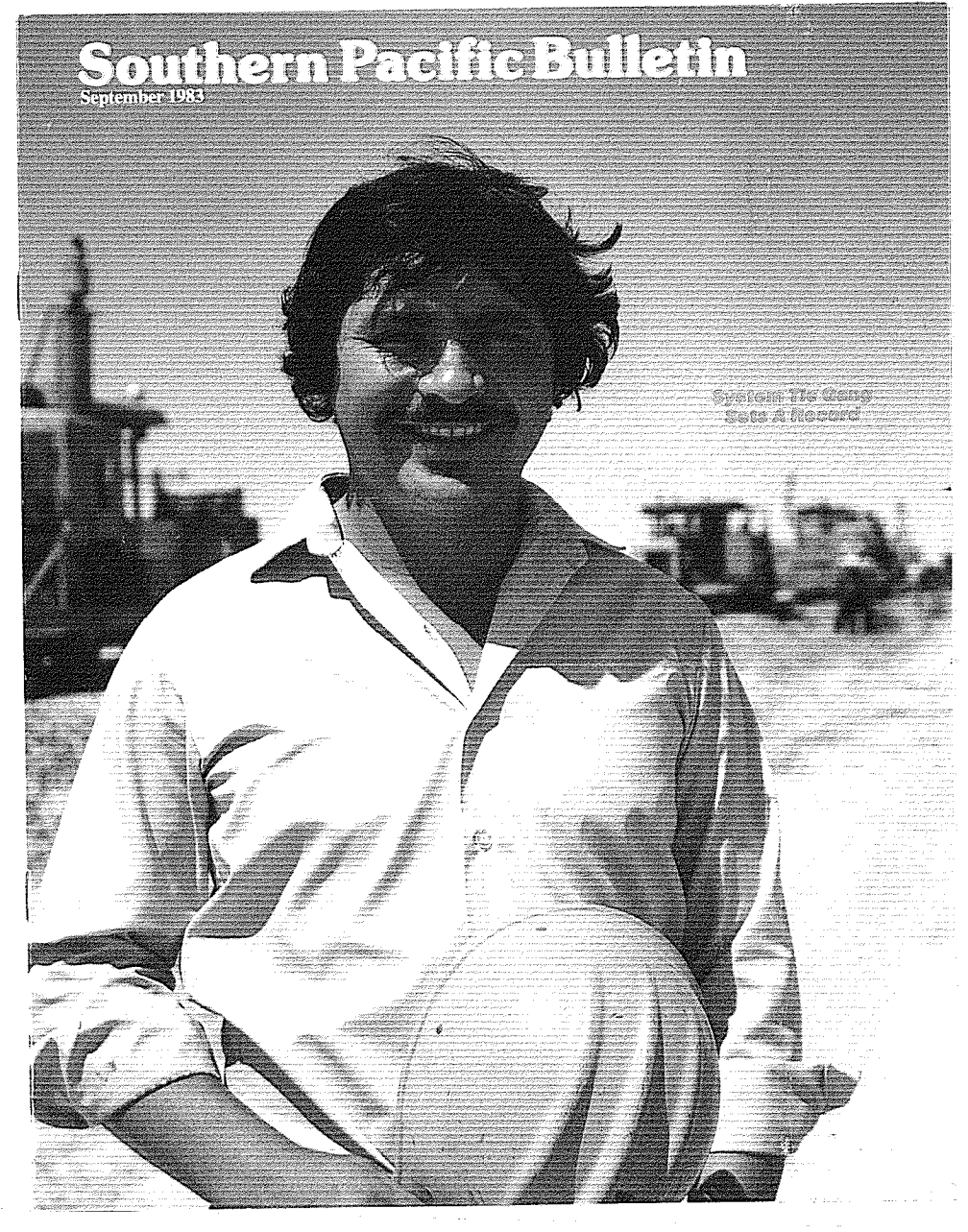
# Southern Pacific Bulletin

September 1983



## Reader Response to New Statement of Principles

I want to thank all of you who took the time to offer your ideas, suggestions, praise, criticism and catchy slogans (see article on the back cover) about SP's new statement of principles.

More than 200 people filled out the response card that accompanied the article "A Dedication to Shipper Service" in the May-June issue of the *Bulletin*. Most of the responses came from active employees, although many retirees and even a couple of shippers offered their comments.

I was impressed with the thoughtfulness of the responses. I felt that even the most critical ones voiced a sincere concern for our Company's success.

The majority of your opinions concentrated on the three values that SP managers selected as key to our railroads' prosperity: a dedication to our customers' needs, the employee's important role in taking care of the customer, and a commitment to provide the assets necessary to handle our business.

Everyone agreed that the shipper is Number One, and many added that the Company needs to work more closely with shippers to provide the service to meet their needs. Suggestions ranged from running shorter, faster trains to increasing frequency of service to shippers, both big and small.

"The most obvious place to look for improvement in performance is the reduction of train delay, or conversely, the expedition of traffic . . . The guidelines presented in the *Bulletin* are good rhetoric, but seem to be ludicrous in light of 8,000-foot-long trains, numerous power failures and the ensuing delays within terminals and on line." This criticism—part of a three-page, typewritten letter from a group of train dispatchers—also offered some well thought-out suggestions. They observed that "perhaps the major obstacle in achieving them (the three goals) is the tremendous lack of communication between various factions within the Company."

To improve our service to shippers, several people suggested setting up sales teams which would include operating personnel when making business calls on customers. As one West Coast employee explained it: "This would enhance a 'team' feeling among SP personnel . . . and would convey the interest within SP for the shipper's transportation needs."

You also had a lot to say about your roles as employees. Trust us more; come out to see where we work and how we perform; talk to us; listen to what we have to say; give us the necessary information and tools to do our jobs correctly—these points were voiced by many of you.

A conductor on the Oregon Division commented: "Instill pride by delegating responsibility downward . . ." And from Tracy, California, another employee noted: "If an employee has a say, and if his accomplishments are acknowledged, he will produce a better product."

Many others expressed concern about layoffs and budget cuts. "Cuts were warranted to some extent," an Arizona employee wrote, "but we have now reached (or passed) the point where the remaining clerical force can cope with their responsibilities in a recovering economy."

The need to work together was expressed by many people, such as this locomotive engineer: "The company must change its policy of management vs. the employee to one of management plus employee."

As I looked over these responses, I realized that in general most of you were commenting on cooperation and communication. If we are to be more responsive to shippers' needs, provide competitive schedules and rates, maintain our equipment and track in top condition and improve morale, we need to know our goals and work together as a team in achieving them.

In early August I traveled around the system meeting with the Company's officers to convey the importance that top management has placed in its commitment to quality service and better communications with all of our people. Similar meetings are being presented to all Transportation Company employees beginning this month.

These meetings are giving me—and other senior officers—an opportunity to discuss our performance and goals with many of you face to face. And I think they will help solidify the cooperation and dedication among us that is needed to achieve our goals.

SP's success depends on SP people—professionals, like you. As one employee from the San Francisco area noted: "To achieve these desirable goals, we will all have to break some old habits—we cannot simultaneously change and stay the same."

R. D. Krebs
*President*
Southern Pacific Transportation Company

SOUTHERN PACIFIC BULLETIN
Volume 67, Number 5
September 1983

COVER

On June 9, System Tie Gang 6 broke an SP record by installing 2,250 ties in one day. One of the men who made this possible is Pablo Rojas, a tie inserter operator who knows how to run all 10 machines used by the tie gang. According to General Foreman Bill Sanchez, the versatility of men like Rojas helps the gang keep its machines working through 10-hour shifts. For more on Engineering record setters, see pages 6 and 7. Photo: Monte Bailey

ROBERT B. HOPPE
Editor

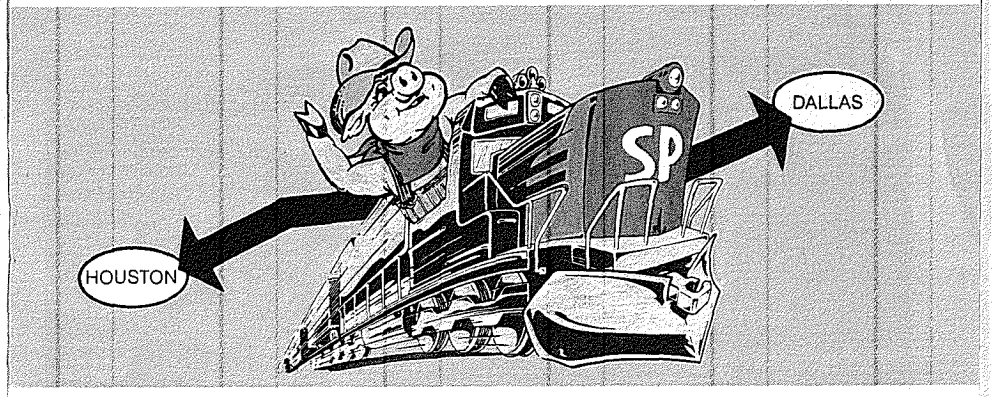
NATALIA ALLEN
Assistant Editor

EDITORIAL OFFICE
Southern Pacific Building • One Market Plaza
San Francisco, CA 94105 • (415) 541-1656

Published in San Francisco by the Public Relations Department for active and retired employees. Employees are encouraged to submit comments, story ideas and news items to the editor.

Member: Association of Railroad Editors and International Association of Business Communicators.






# Absolutely, Positively: The Texas Overnight

*A new service with a new look—that's SP's short, fast train operating between Houston and Dallas. What it doesn't have is a caboose. What it does have is a 12-hour delivery guarantee at truck-competitive rates.*

A new fast train between Houston and Dallas called the Texas Overnight Piggyback Express made its debut in June.

It's an unusual train. There's no caboose, only one engine, a two-man crew and never more than 15 cars in the train. And it's these unusual features that make for an efficient, quick operation required of successful intermodal schedules.

Intermodal is a strong growth area for SP, but it's also a highly competitive one in the transportation industry. In recent years railroads have begun to recover some of the business lost to the trucking industry.

SP's performance in particular has been excellent. Intermodal loadings increased 24 percent in 1982. For the first six months of this year, they are up 16



*The Texas Overnight Piggyback Express began operating on June 6. Shown with the first train are (left to right): J. M. Porterfield, terminal superintendent at Englewood Yard; D. K. Medley, Houston Division superintendent; L. S. Young, UTU general chairman; J. M. Brunkenhoefer, UTU state legislative director; and R. D. Bredenberg, general manager. On the locomotive are Engineer C. M. Johnson and Conductor G. W. Dipprey.*



*The Texas Overnight is easily identified by its lack of a caboose and shorter length—there are never more than 15 cars per train.*

percent.

The Texas Overnight Piggyback Express zeroes in on short-haul intermodal business—an area that trucks have dominated. The Dallas-to-Houston corridor is a good place for SP to establish itself. In 1980 more than 1.3 million tons of freight moved between these two major cities, yet SP's share of the business amounted to 116,000 tons. The vast majority—over one million tons—moved by truck.

In order to increase its market share, SP decided to meet the competition head on with truck-competitive service, truck-competitive rates and with an introductory $25 per carload cash-back program for shippers to try SP's expedited intermodal service.

"This is more than another freight train," says Conductor G.W. Dipprey who works on the train. "It's a new product in the railroad industry. It is the result of months of open-minded negotiations between labor and management to develop new concepts in traditional railroading. It reflects a whole 'new attitude' that is currently growing at SP."

To provide the competitive, low-cost, efficient service that would make rail service attractive to shippers, the United Transportation Union and the Brotherhood of Locomotive Engineers cooperated with SP management in modifying work rules to allow a reduction of the train crew from the usual four or five members to two—an engineer and a conductor.

Three crew districts are within the Houston-to-Dallas route and, under the work rules, 12 to 15 crew members would normally be required to operate a train that distance. Under the present agreement, a single two-man crew operates the train for the entire 263.7 mile trip.

Two other features contribute to the short train's efficiency. It operates without a caboose, and all cars in the train remain together throughout the trip, eliminating switching costs en route and reducing terminal handling costs.

These modifications produce important savings which, when coupled with rail transportation's inherent fuel-efficiency, enables SP to offer the piggyback service between Texas' two major cities at an attractive price that is truck competitive.

Shippers who are using the service are impressed with the train's performance which has consistently been arriving ahead of its guaranteed 12-hour schedule.

Currently one train a night operates in each direction, but the line has the capacity to handle up to five trains each day.

"No matter how many trailers or containers are tendered or how many short trains we must run, customers will receive their units on time the following morning," says Rollin Bredenberg, who was General Manager at Houston when the service was established.

Lloyd Simpson, who succeeded Bredenberg, endorses this commitment. "The train's on-time performance is excellent. We think its reliability, 12-hour service and competitive rates will attract and keep intermodal traffic riding SP's rails.

"It's a service we're committed to and one shippers can depend on," Simpson emphasizes. □

*Watchful SP Police Officers Guard Valuable Cargo from Special Escort Car.*

# Extra Protection for Automobiles

It's 10:13 a.m. on a hot July day in Tucson when Lieutenant T.J. Monsen finishes inspecting our $10 million cargo and our train starts to pull out of the yard.

We're riding aboard a new railroad car entrained in the LASAA, the super-hotshot freight giving premium service to the auto industry between Los Angeles and eastern connections.

Known as the SP 250, our special car has "RAILROAD POLICE" emblazoned in white letters on its side, a clear warning to thieves and trespassers to stay away from our 46 tri-level cars loaded with 15 new automobiles each.

**Lordsburg, New Mexico, 2:10 p.m.** Officer Bill White spots several transients aboard a train we pass as the LASAA pulls away from the station. He radios the local SP police officer, who goes out to remove them.

"We haven't had any thefts from auto trains so far where we have used this observation car," says Monsen. "We also have prevented problems by spotting quite a few trespassers and illegal aliens."

As the train rounds curves, Monsen and White lean out the doors and peer through special bubble canopies to closely watch each loaded tri-level for anything out of the ordinary.

**Wilna, New Mexico, 2:53 p.m.** We're at our maximum authorized speed, making good time with straight track, ribbon rail and top priority. Truck drivers wave from nearby Interstate 10 as we pass them by.

**Deming, New Mexico, 3:26 p.m.** We pass a westbound train on a siding at 60 miles per hour, and White spots a transient aboard it. "He's wearing a purple shirt," White adds as he radios in a report.

Bill White's sharp eyes are helpful in more than his SP police work. He is a top-notch pistol marksman with several awards to prove it. In 1978, just after he joined SP from the El Paso Police Department, White won the national championship in his class at a police combat shooting competition.

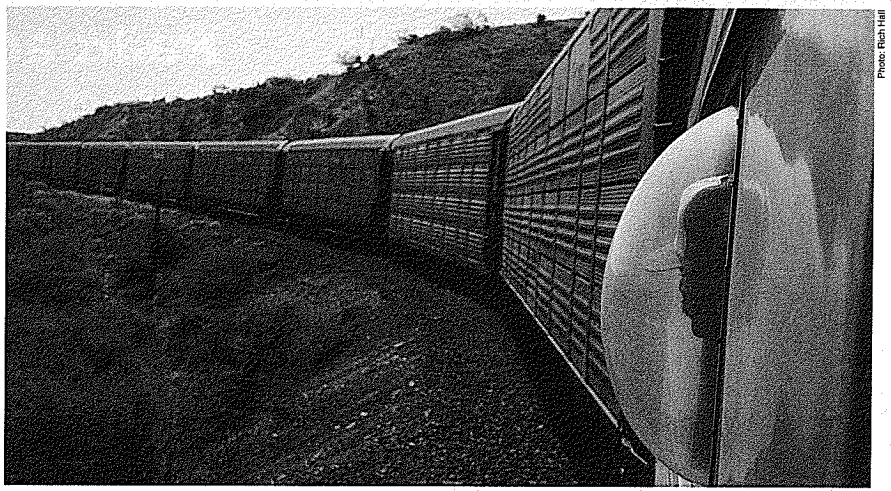


Photo: Rich Hall



Photo: Rich Hall



Photo: Rich Hall

*Above: As the train rounds a curve, Officer Bill White peers out from the special bubble canopy to inspect the tri-levels loaded with new automobiles. At left: From the observation car's doors, Lt. T.J. Monsen (far left) and Bill White (left) can also keep a close watch on the multi-million dollar cargo.*

**Strauss, New Mexico, 4:37 p.m.** Our hotshot train begins to slow down as we encounter the curves west of El Paso. "This is where they will hit us if they're going to," warns Monsen. Both men watch intently from the car's observation doors as we pull slowly through a known trouble spot.

The thieves are known to jump aboard a moving train, rip valuable equipment from the new autos carried on it, and jump off and run for the hills. But with the SP 250 in the train, it's not a good day for railroad crime.

**El Paso, 5:16 p.m.** Two trespassers start coming toward our train as we pull into the El Paso yard. Maybe they're just passing through . . . or maybe they're looking for something valuable to steal. In any case, they don't belong on SP property. Four minutes later, they are off the property and in custody.

We have reached the end of our 311-mile journey, but the job of the SP police isn't over until another careful inspection is made of our $10 million trainload of new automobiles.

The inspection shows that all of the new cars have made the trip without so much as a scratch—which is the way it's been every time the SP 250 and its watchful officers have escorted high-value shipments.

"We've had excellent results so far with the SP 250 escort car," says Glen D. Barnett, SP's chief special agent-system in San Francisco. "It's designed to be a high-visibility car, out there where everyone can see it and know we're watching our trains."

The long silver car is now doing its third job for SP. For many years, it served as baggage-dormitory car on the old *Sunset Limited* passenger train, and later was used as an instrument car by the Engineering Department.

Several hours after we arrive in El Paso, the SP 250 moves out again, this time in an overnight westbound train to watch with powerful searchlights.

It's another train that will make a safe run—the SP police will make sure of it.

*—Rich Hall*

# Railroad All Stars

Photo: Merle Kelley

Before a single train ever moved, thousands of men labored to build track. Today, even with the help of mechanization, human beings still work hard to maintain it.

But in 1983, they do it a lot faster.

For example, the 30 members of Tie Gang 6 (pictured on this page), working out of Lakeside on the west shore of the Great Salt Lake, set a new record on June 9 when they installed 2,250 ties in a single day. Thirty years ago, before mechanization, it would have taken over a week to do the same job and gangs did well to put in 10 ties per man per day.

Then there's Steel Gang 7, also working in the Overland Region. On May 25 these 50 men laid 12,144 feet of rail. Thirty years ago, it would have taken 95 men one day to complete half that distance.

The work done by these two gangs is part of 1983's regular planned maintenance for the important Sacramento--to-Ogden corridor. Along this route, Steel Gang 7 is scheduled to lay 20 miles of new continuous welded rail and 48 miles of reveled CWR, and Tie Gang 6 will install more than 146,000 crossties.

Systemwide, SP is spending more than $400 million on right of way maintenance in 1983.

Top performers like the people in Tie Gang 6 and Steel Gang 7 seem to be matching the company dollar with their own contribution: a special spirit that makes the job move along and breaks company productivity records.

"We have come a long way in the last few years, improving the condition of SP's physical plant. We all know, however, that we still have a way to go to achieve our goal of building a physical plant second to none," said Mike Mohan, vice president-maintenance.

"The dedication and productivity of SP people like Tie Gang 6 and Steel Gang 7 are going to get us there. We could not be more proud of them."

All the good news wasn't restricted to the Overland Region, however.

In the Pine Bluff Region, the five men of Surface Gang 17 resurfaced almost 75 miles of track between January and July, more than any other surfacing gang for the year. Their outstanding work, part of the Cotton Belt's normal maintenance program, was frequently interrupted by bad weather, washouts or passing trains (as is the case in all maintenance of way work).

If not for these kinds of interruptions, gangs of five men could surface up to a mile of track a day, thanks to today's use of machines. Thirty years ago, gangs of about 20 men did well to surface 800 feet in a day.

In New Mexico, men in Signal Gangs 5 and 6 began work in bitter cold, replacing signals and installing signal boxes on sidings off the Tucson Division's "East Line" (El Paso to Tucumcari).

In spite of the cold weather last winter, Signal Gangs 5 and 6 are on schedule—and even ahead sometimes. Altogether improvements on 25 miles of track on nine sidings are in progress or being planned.

Getting the work done swiftly is important. So is getting the work done safely. In the Bay Region, fingers have been crossed ever since the San Jose (Calif.) District MofW forces were featured on the cover of the December 1981 *SP Bulletin* as well on the way to one million man hours without a lost day accident. Would they make it?

On May 25, they did. They haven't had a lost-day accident since.

These gangs are some of our railroad's all stars. In years to come, others can evaluate their own performances by looking at them. Their records will be something to beat. □





## Bettering the Best

*Top Achievers Recognized at Engine Service Training Center*

Employees training to become locomotive engineers at the Engine Service Training Center at Cerritos, California may not know Randy Beers personally, but they know about his accomplishment and the challenge he represents.

Beers is the Training Center's "Top Achiever"—a new designation awarded for outstanding academic performance in the Locomotive Engineer Program. His photograph and test score are on display at the Training Center.

Beers completed the three-week training program with an overall 99 percent average. He missed only seven questions out of a total of 732.

Student engineers spend part of each day in the classroom learning operating rules, air brakes and mechanical aspects of operating a locomotive. The remainder of the day is spent in the simulator: a computerized, full-size locomotive cab that sounds, acts and feels like the real thing, but which goes nowhere. It allows prospective engineers to develop the skills needed to operate SP's real freight trains safely and efficiently.

Beer's fame may be fleeting, however. As new student engineers enter the program, many see Beer's score as a challenge. Just ask Harvey Cox.

In June, West Colton's Harvey Cox was named the first Top Achiever after earning a 97.5 average. Beers and his classmate, Richard Yanez, both surpassed Cox's top score on August 19, but it's Beers who claims the new Top Achiever title.

Despite his academic achievement, Beers realizes he is not home free.

"A good test score doesn't automatically make a good engineer," he says. "Operating a locomotive out on line is the real test."

"We thought this program would be a good way to honor the best academic performance in the classroom portion of the training," says Gary McClain, assistant manager of training and development. "And I think it provides a little friendly competition—a way to encourage the student engineers to do their best and possibly establish a new record at the same time."

Top Achievers, in addition to having their photograph displayed at the simulator, receive an SP coffee mug personalized with their names, test scores and dates of graduation. At the end of the year, a plaque will be given to the person who currently reigns as the Top Achiever. □

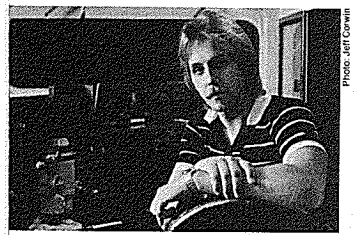


Photo: Jeff Corwin

*Harvey Cox's outstanding academic performance earned him the first "Top Achiever" designation. The recently promoted 27-year-old locomotive engineer works out of West Colton.*

## Teachers Learn Business Needs At General Office

Looking for ways to show their students how better to prepare for the world of work, San Francisco math teachers Anita Jones and Patrick Chew took on five-week internships in Management Services and the Cost and Economics Office at the General Office this summer.

The two teachers came to SP as part of a pilot program sponsored by the San Francisco School Volunteers and a regional Teacher Education and Computer Center. The program helps teachers learn about the technology in use at corporations today. Jones and Chew were among 33 teachers who applied for six internships at four companies in San Francisco.

Chew and Jones believe that teachers are often isolated from business concerns, especially the uses of technological advances in the work place. "Teachers say 'study this, so you can get a job,' but we don't have the ring of truth in our voices," Chew says.

"But now I have a more realistic view of the qualifications my students will need to work at a company like SP," Jones says. SP's use of computers confirmed her belief that math, science and verbal skills are key to success in tomorrow's job market. □



*Patrick Chew and Anita Jones learned about technology in the business world at the General Office and are taking their knowledge back to San Francisco classrooms this fall.*

*In the aftermath of a major earthquake, a small community begins to pull itself together. United Way agencies, like the Salvation Army, are among the first to help.*

# Coalinga's 'Salvation'

On May 2, Coalinga, Calif., was devastated by a major earthquake measuring 6.5 on the Richter scale. One hour after the quake struck, a Salvation Army canteen came rolling into town from nearby Fresno. Coalinga's fire chief saw it coming, jumped into his car and, siren blasting, escorted the canteen to the thick of the rescue effort.

The Salvation Army's quick response was possible because its network of services includes nine emergency canteens which are always on call for use in northern California and Nevada.

In the weeks after the quake, the Salvation Army distributed $88,000 worth of donated clothing, bedding and household goods. More than $50,000 went for tents, food and other emergency relief.

In addition, more than 2,000 boxes of groceries were distributed. More than 65,000 soft drinks were consumed by people who complained that the water still tasted bad, and over 25,000 hot meals and over 40,000 sandwiches and snacks were served.

Plastic dishware, paper towels, toilet paper and soap were given away. Baby food, disposable diapers and formula were available for parents with infants. Tents were given to the homeless. People without gas or electricity were provided charcoal or propane to cook their meals.

These goods and services were not paid for with tax dollars. They were provided through donations by the Salvation Army.

Some of the money and goods came directly to the Salvation Army. Other funds came from United Way, a national organization that relies on our financial support to provide services in our own local communities. Even though most funds are both collected and spent locally, emergency relief agencies have special funds for disaster areas.

If you gave money to United Way last year, this is how it might have been spent at Coalinga or in another community struck by flood, hurricane or tornado:

- Clothing for one child would cost $60.
- Shoes for two children would cost $30.
- Glasses would cost $25.
- Food and shelter for one day for 50 people would cost $250.

Southern Pacific employees are important United Way donors. Each year, the combined employee and corporate donation comes to more than one million dollars. That amount of money buys a lot of necessities for people in desperate need.

In other situations, the United Way dollar buys many things. For example:

- At Dallas, $82 provides one year of service in the Boys Club.
- At St. Louis, $200 provides seven days of intensive education for an autistic child.
- In Orange County, California, $130 pays for seven weeks of counseling for young people with drinking problems.

SP's United Way campaign gets underway this month. When asked to give, remember how much good work United Way can do with your charitable contribution. A fair share is only one percent of your annual salary. It's a small amount, but it can do so much to help those less fortunate. □

## Coming to the Rescue

*The American Red Cross Aids Alicia's Victims*

Hurricane Alicia, a storm that developed in the Gulf of Mexico without much warning, roared into Galveston with 115-mph winds, high tides, pounding surf and rains that flooded low-lying areas. As it moved inland, popping out windows in Houston's highrises, it left a trail of destruction estimated at $1.5 billion.

Helping residents cope with their personal losses, destroyed homes and broken dreams was the American Red Cross, a United Way agency.

Before the hurricane hit, the Red Cross set up shelters for people evacuating their homes. First estimates indicated that 96 shelters housed 18,000 individuals during the storm. Nearly 50,000 victims were given mass care. Food and clothing were provided to nearly 7,000 families. Eight kitchens and 50 mobile feeding units served 51,000 meals.

Altogether, the Red Cross estimated they would spend $4.5 million helping people in the Galveston and Houston area cope with Alicia's fury.

For those affected by the hurricane, it was a grim reminder of the indiscriminate destruction disasters can inflict.

But even the worst events often bring out the best in people. Individuals helped one another and hundreds of United Way agencies responded to the needs of thousands of individuals in the Texas Gulf area affected by this natural disaster.

It was the perfect example of people helping people—a slogan United Way has used for years.

Undoubtedly many of these United Way agencies are scrapping the bottom of the barrel now; their resources—both human and financial—need your help. Please think of them—and the valuable services they render—when it is time to make your United Way contribution.

## Chinese Workers on Sunset Route Honored



*General Manager Rollin Bredenberg (left), congratulates Edward Chen, chairman of the Houston Young Chinese American Council, on the unveiling of a monument honoring the thousands of Chinese who worked on the railroad one hundred years ago.*

On June 29, 1883 at ceremonies held two-and-a-half miles west of the Pecos River, a silver spike was driven which marked the linking of the Pacific and Gulf coasts by rail.

One hundred years later, representatives of the Houston City Council, the city's Chinese community and Southern Pacific unveiled a six-foot-tall monument in Houston's Hermann Park to recognize the 3,000-strong Chinese labor force that helped SP forge its southern transcontinental route.

The text on the monument, printed in both English and Chinese, reminds readers that the railroad and its Chinese labor force started Houston and the Gulf on the way to prominence. □

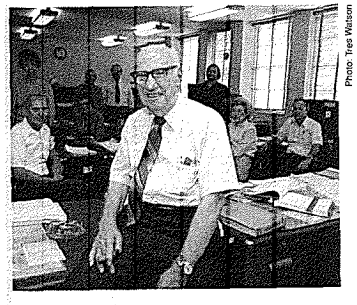


Photo: Tres Watson

***A Long Career*** *John Long recently began his 70th year of Cotton Belt service. He began working for the railroad at Tyler, Texas in August 1914. Although World War I took him away from 1917 to 1918, he's remained a Cotton Belt employee ever since, observing the roaring twenties, the Depression, World War II and the decades afterwards from a railroad perspective. Today the 87-year-old Long, who has no plans for retirement, manages a staff of nine clerks at the Cotton Belt's Tyler agents accounts office. The "youngsters" are: (seated, left to right) Harry Turner, Marilyn Powell, Catherine Deen and Gerald White. Standing are Martha Culpepper, Bob Matthews, Ed Wallace and Harry Johns. Not pictured is George Beck.*

## Travelers Issues New Identification Cards

In October, The Travelers Insurance Company expects to issue new identification cards to SPTCo and Cotton Belt employees covered under Group Policy Contract GA-23000. All covered employees who rendered compensated service in the month of August 1983 will receive cards during the initial distribution in October. Employees who do not receive cards because they did not work in August, will receive cards when they return to work.

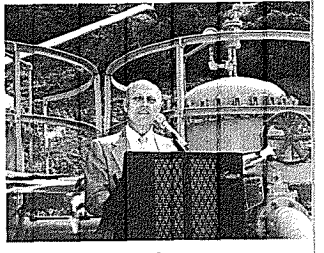
Each employee will receive two identification cards: one for the employee to carry and the other to be given to his or her spouse, or kept as a spare. The cards will serve as identification to hospitals or doctors.

These identification cards do not guarantee coverage. However, they should be presented when you or your dependents are admitted to a hospital or receive treatment from a doctor. Instructions on the back of the card tell the health care provider how to verify eligibility for coverage.

The cards also identify the Railroad Employees National Health & Welfare Plan (GA-23000) as one participating in an electronic claim submission program through the National Electronic Information Corporation (N.E.I.C.), a nationwide computer network to facilitate transmission of claims electronically from health care providers to insurance carriers. Your card links your coverage under GA-23000 to this network.

Initially, only a limited number of hospitals will be able to electronically transmit your claims. For other health care providers, the card will serve as an identification card for now. Eventually, most hospitals and many doctors' offices will become part of the N.E.I.C. network.

In the long run, transmitting claims electronically will speed up payment of your claims, while reducing costs for claim processing, enabling The Travelers to provide the best possible service to you and your dependents. □



***Pipeline Dedication*** *Chuck Miller, SP Pipe Lines vice president-operations, participated in ceremonies at Point Molate Fuel Storage Facility. A 12-inch, two-mile-long pipeline was recently completed between SPPL's Richmond, Calif., pump station and the fuel storage facility which is used to help maintain fleet units at the peak of readiness.*

## SP Opens Tokyo Office

Allen D. Andersen has been named manager, East Asia for SP's new Tokyo office. He is responsible for SP's sales efforts in Japan, Taiwan, Philippines and Hong Kong.

Andersen joined Southern Pacific in May, 1979, and held various positions in the Marketing Department. He received a bachelor's degree and a Master of Business Administration from Brigham Young University, Provo, Utah. As a youngster, he spent several years in Japan and speaks the language fluently. □





## Accounting Change Has Impact on MofW

A recent Interstate Commerce Commission ruling has changed the way railroad accountants categorize and report track structure expenses.

The ruling mandates a change to "Depreciation" accounting (the system used by all other industries) from "Betterment" accounting for rail, ties, ballast and other track materials.

When the Betterment system was used, replacement ties, ballast and rail (unless heavier rail was laid) were considered operating expenses and charged against the annual operating budget when the work was done. Maintenance work was then a major part of a year's operating expense budget and depended, as operations do, on funds being provided from the current year's revenue.

Under the Depreciation system, track work previously expensed under Betterment accounting is deemed an investment, or "capital" expenditure, and the asset is charged in portions to operating expenses as depreciation over its useful life.

Track work expenses, under the depreciation system, will have less impact on the current year's net income, leading at first to an increase in "paper profits" for American railroads.

SP began depreciating track structure expenditures in compliance with the ICC ruling in the second quarter of 1983. All railroads must be in compliance by the end of the year.

Depreciation accounting has been used for investment in other assets at SP for many years. □

## Television Commercial Debuts This Month

Southern Pacific's television commercial was broadcast for the first time on September 3 during the U.S. Open tennis matches.

The 60-second commercial, part of the Company's corporate advertising campaign, highlights SP's diversified activities. It was shown during the preliminaries and finals of the tennis tournament (Sept. 3–5 and Sept. 9–11).

Beginning September 4, and continuing throughout the football season, SP's commercial will appear during various National Football League and college football games on the CBS and NBC networks. □



*Englewood Yard was flooded briefly during Hurricane Alicia.*

## Alicia Slows Gulf Coast Operations

When Hurricane Alicia hit Houston on Thursday, August 18, it killed 17 people, caused at least $1.5 billion in damages, littered downtown Houston with broken glass and cut commercial power and telephone service to hundreds of thousands of customers, including the railroad.

In the context of this disaster, the railroad was lucky: disruption of service was minimal and there were no injuries to rail personnel. However, clean up operations will be expensive.

The storm's most severe damage came between 9:00 and 10:00 Thursday morning when power lines were blown down and communication lost at Englewood Yard.

Most damage was due to high winds, although both Strang and Englewood Yards flooded briefly. Gusting winds blew over a cut of cars at Englewood and one car at Strang. Fortunately, neither incident caused injury or substantial damage.

Virtually every crossing gate in Houston was blown down and track was littered with debris from Alicia's 60- to 115-mph winds. Outside the city, 76 miles of CTC was knocked out between Harrisburg and Rosenberg, and around Deerpark Junction. Debris littered the track from Shreveport to Houston. On the Galveston branch line, wash outs occurred at Seabrook and San Leon and water was over the tracks at Galveston.

Houston Division Superintendent Dave Medley and a skeleton staff of about 25 observed Alicia's progress from a crisis center at the downtown Houston general office. He was assisted by Asst. Superintendent Jack Jenkins, Manager of Dispatching Operations Buck Hord and three assistant managers of dispatching operations, Bob Baldwin, Tom Skates and Forest Siems.

Employees who had been sent home as the hurricane advanced, returned to work on Friday in spite of personal losses due to the storm.

"All employees made a coordinated effort to see the railroad resume normal train schedules," Medley said. "This is indicative of the fine people we have in the Houston area." □



***Science Fair Winner*** *Tucson Train Dispatcher Vance Shirley (right) is the father of a science whiz. His son Tim recently carried off a General Motors-sponsored grand prize and four other honors at the International Science Fair in Albuquerque for his project involving hydrogen as a synthetic fuel. Tim works as a computer programmer for IBM parttime and will begin college at the Massachusetts Institute of Technology this fall.*

# Management Moves

## Operating

The following have been appointed as general managers for the department's three operating regions:

**Charles T. Babers** has been named general manager of the Northern Region, which includes the Oregon, Sacramento and Western Divisions and a portion of the San Joaquin Division.

**Lloyd G. Simpson** has been named general manager of the Eastern Region, which includes the San Antonio, Lafayette, Houston and Pine Bluff Divisions. Simpson had been general manager of the Northern Region.

**Rollin D. Bredenberg,** former general manager of the Eastern Region, has been named general manager of the Southern Region, which includes the Los Angeles, Tucson and Kansas City Divisions plus the San Joaquin Division corridor from West Colton, Calif. to Yuma, Ariz. Bredenberg succeeds William C. Hoenig, who has been named a vice president in the Purchases and Materials Department.

Babers was general manager of the railroad's Western Lines for three years before being named general manager of Industrial Relations last October. He started work at SP as a switchman at Tucumcari in 1950.

He was named superintendent of the Oregon Division in 1973 and moved to San Francisco in 1976 as assistant general manager. He became general manager in 1979.

Simpson was Sacramento Division superintendent for more than five years, managing rail operations in northern California, Nevada and Utah. He moved to San Francisco in January, 1980, as assistant general manager and three months later was named assistant vice president. Simpson joined SP in 1959 and worked as a brakeman and conductor on the Western Division. In 1972 he was named assistant superintendent of the San Joaquin Division at Stockton and became superintendent in 1974.

Bredenberg joined Southern Pacific as a clerk at Brownsville, Texas in 1964. He served as assistant superintendent for the San Antonio and Sacramento Divisions before being named superintendent of the Western Division at Oakland, Calif. in 1979. A few months later he was appointed superintendent of the Houston Division and in July, 1982, was appointed general manager.

* * *

**Lon P. Marsh** has been named superintendent of the Western Division, with headquarters at Oakland. He succeeds **Michael D. Ongerth,** who has been named general manager of Amtrak and transit operations on SP lines.

Marsh joined SP as a brakeman in 1955 and held a variety of positions during the next several years.

In the late '70s, Marsh spent two years in Brazil as consultant to the state of Sao Paulo's railroad system. He returned to San Francisco in December, 1979, as assistant to the vice president of Transportation, a post he held until last October when he was appointed assistant general manager of Labor Relations.

Ongerth has held numerous operating positions since joining the Company in 1968. He served as assistant division superintendent on the San Antonio and Western Divisions and superintendent of operations planning and control before his appointment as superintendent of the Western Division in 1980. □



*Babers*



*Simpson*



*Bredenberg*



*Marsh*



*Ongerth*

## Marketing and Sales

**James T. Bertram** was promoted to assistant vice president-sales at San Francisco with systemwide responsibilities.

Bertram, who joined the Traffic Department in 1957, has served in various capacities including asst. traffic manager, assistant to vice president-traffic and general traffic manager for the Cotton Belt. He was named assistant vice president-sales for the Pacific Central Territory in 1979.

**Steven G. Lautsch** was named assistant vice president-sales at Los Angeles for the Pacific Southwest Sales Territory following Frank Guerin's retirement on Feb. 28.

Lautsch, who was formerly assistant vice president-sales in San Francisco, is responsible for SP's sales and service activities in southern California (from San Luis Obispo and Tehachapi in the north) and extending east through New Mexico and Arizona to El Paso. Off-line areas include the states of Chihuahua and Sonora in northern Mexico, Colorado and parts of North and South Dakota.

Lautsch joined SP in 1972 after graduating from San Jose State University. He held various Accounting Department positions before becoming assistant superintendent of the Los Angeles Division in 1977. He transferred to the Sales Department in 1979 and served as manager of national account-sales and later as general manager-intermodal operations.

**H. Declan Brown** succeeds Bertram as assistant vice president-sales for the Pacific Central Territory at San Francisco.

Brown joined the railroad in 1972 as a management trainee and has held several positions in the Operating and Marketing Departments. In 1981, he was appointed assistant superintendent at Houston.

**Edward G. Kammerer** has been named assistant vice president-sales for the Eastern Territory with headquarters at New York. He succeeds William T. Delmater who retired June 30 after 30 years with SP.

Since 1980, Kammerer has been director of transportation with Celanese Chemical Co. From 1966 to 1980, he held various positions with Union Carbide Corp.

At Portland, **James M. Benson** succeeds George Scholibo as assistant vice president-sales for the Pacific Northwest Territory. Scholibo has been named an assistant vice president in Governmental Relations.

Since 1978, Benson has been director of corporate traffic with Potlatch Corp. He has also held traffic management positions with the Western Wood Products Assn. and Standard Oil of California. □



*Bertram*



*Lautsch*



*Brown*



*Kammerer*

## Purchases and Materials

**William C. Hoenig** has been named a vice president in the Purchases and Materials Department.

Hoenig had been a general manager of the railroad since October, 1982, and a vice president of the Cotton Belt since 1980.

A former chief operating officer of the Rock Island Railroad, Hoenig joined SP in 1978 and helped oversee SP's acquisition and rehabilitation of the Tucumcari-Kansas City line. He began his railroad career with the Santa Fe, moving to the Rock Island in 1956. □



*Benson*



*Hoenig*



*Graziani*

## Management Services

**Joseph M. Graziani** has been named vice president of Management Services for Southern Pacific Company. He will direct the development of computer applications, office support systems and data center operations for SP and its subsidiaries.

Graziani joined the railroad in 1950 as a freight clerk at Delano, Calif., and held various positions in the San Joaquin Division until 1965 when he was appointed assistant supervisor of specialized operations at San Francisco. Two years later, he became part of the newly created Management Services Department, working with field data control.

Since 1968 he has held a variety of management positions in that department, becoming general manager in 1982.

Graziani is a member of the executive committee of the Data Systems Division of the Association of American Railroads. He is also president and chairman of TOPS On-Line Services, a subsidiary of Southern Pacific Transportation Company. □

## Treasury

**David A. Smith** has been appointed assistant vice president-finance and treasurer for Southern Pacific Company. He succeeds **Bruce G. McPhee,** who has been named assistant vice president in the Executive Department.

Smith joined SP in 1969 as a transportation analyst. He moved to Treasury in 1970 as a financial analyst and was later named manager of financial services. In 1980, he was named assistant to the vice president in the Executive Department and in 1981, was promoted to assistant to president.

McPhee joined the railroad in 1961 as a transportation analyst, then rose through various Treasury positions to assistant vice president and treasurer in 1976. □



*Smith*



*McPhee*

## Appointments

**ENGINEERING:** At San Francisco: **Joni Dupree** *to supervisor of contracts.* At San Antonio: **A.F. Stade** *to engineer, bridge maintenance.*

**EXECUTIVE:** At San Francisco: **J.A. Edwards** *to manager of insurance;* **W.A. Hurt** *to manager of compensation and benefits.*

**MARKETING AND SALES:** At San Francisco: **W.E. Bobo, III,** *to asst. product manager-energy;* **W.C. Breslin** *to asst. product manager;* **P.T. Cahill** *to transportation analyst;* **G.L. Erion** *to manager-international marketing;* **R.C. Finley** *to group manager marketing services;* **Ms. G. Galioto** *to transportation analyst;* **A.H. Lindstrom** *to asst. product manager;* **B.J. McDaniel** *to product manager-inorganic chemicals;* **E.J. Morrissey** *to manager-equipment utilization and economics;* **H.A. Mullally** *to manager-models and data bases;* **H.B. Petersen** *to general manager-sales training and communication;* **R.A. Salazar** *to asst. product manager;* **R.E. Wilcox** *to product manager-organic chemicals;* **H.C. Wong** *to product manager-open equipment;* at Houston: **Ms. K.K. Abramski** *to asst. product manager-construction materials.*

*Eastern Sales Territory:* At New York: **R.M. Lamsback** *to account executive intermodal sales.* At Philadelphia: **Ms. A.J. Haskins** *to sr. sales representative-intermodal;* **N.D. Lambdin** *to district sales manager.*

*Midwest Sales Territory:* At Chicago: **P.T. Coseglia** *to sales representative;* **W.R. Drinane** *to account executive;* **D.W. Neubek** *to account executive-international sales.* At Cincinnati: **K.J. Tarvin** *to account executive.*

*Pacific Central Sales Territory:* At Oakland: **G.B. Dean** *to account executive;* **G.L. Hankamer** *to account executive-intermodal sales;* **R.E. Pratt** *to manager-international sales.* At Sacramento: **Ms. G.J. Burns** *to sales representative.*

*Pacific Northwest Sales Territory:* At Portland: **J.B. Ficker** *to district sales manager;* **G.H. Klope** *to manager-sales administration.*

*Pacific Southwest Sales Territory:* At Denver: **S.M. Richards** *to district sales manager.* At El Paso: **R.M. Pilar** *to district sales manager.*

**OPERATING:** At Los Angeles: **P.K. Baumhefner** *to acting assistant superintendent.*

**PACIFIC FRUIT EXPRESS:** At San Francisco: **D.P. Hansen** *to asst. manager-fleet management.* At Brisbane: **R.H. Barker** *to manager-protective services;* **R.A. Brown** *to division general manager-protective services;* **W.E. Cahalan** *to asst. general manager;* **S. DiGrande** *to manager-market development;* **J.M. Kanai** *to manager-mechanical operations;* **R.J. Paul** *to manager-market development;* **J.P. Segurson** *to division general manager-mechanical;* **J.D. Swaim** *to manager-light repair facilities.* At Eugene: **K.G. Wilson** *to district agent.* At Tucson: **R.R. Corral** *to plant manager-equipment maintenance;* **J.R. Fimbres** *to asst. plant manager-equipment maintenance;* **W.E. McLaughlin, Jr.,** *to asst. plant manager-materials and stores;* **W.R. Rivera** *to administrative assistant.*

**PMT SYSTEM:** At Burlingame: **G.G. Adams** *to asst. vice president-management information/service coordination;* **B.A. Arnold** *to supervisor-line operations;* **C.C. Boccard** *to manager-service coordination.* At Dallas: **D.M. Beers** *to operations manager-Central;* **L.G. Griffith** *to asst. vice president-national accounts.* At Houston: **J.W. Garrett** *to city sales manager;* **G.E. Walker** *to operations manager-South;* at Los Angeles: **J.G. Greene** *to operations manager;* **D.E. Williams** *to manager agency development-system;* at Memphis: **J.S. Locke** *to area sales manager.* At New Orleans: **S.J. Baudoin** *to terminal manager;* **V.J. LeBlanc** *to terminal manager.* At Oakland: **R.D. Bernardi** *to area sales manager;* **F.O. Confetti** *to terminal manager.* At Portland: **W.A. Conner** *to terminal manager;* **R.L. Stokes** *to area sales manager.* At St. Louis: **C.T. Frechlich** *to area sales manager;* **R.L. Taylor** *to operations manager-East.*

**PURCHASING:** At San Francisco: **R.R. Berndt** *to purchasing manager-budgets;* **M.P. Lara** *to purchasing manager-petroleum products.*

**SP LAND COMPANY:** At San Francisco: **Ms. Wendy C. Beaty** *to manager-administration;* **B.F. Chapman** *to manager-personnel;* **Miss S.L. Flick** *to administrative assistant;* **D.M. Grosmark** *to senior financial analyst.* At Houston: **J.M. Speer** *to project manager-real estate;* **F.J. Zak** *to asst. to regional manager-real estate.*

**NORTHWESTERN PACIFIC RAILROAD:** At Petaluma: **J.E. Sageser** *to sr. sales representative.*

## Retirements

**GENERAL OFFICE, SAN FRANCISCO: R.S. Allen,** *manager-LPD Equipment Distribution*; **J.S. Andres,** *secretary*; **W.W. Atkinson,** *chief of equipment engineering*; **S.J. August,** *policy relations representative*; **C.E. Ayres,** *buyer*; **W.F. Baker,** *senior rate clerk*; **R.B. Bambach,** *corporate accountant*; **C.G. Bergin,** *clerk*; **M.S. Bostwick,** *asst. chief clerk-Data Processing*; **J.W. Breen,** *asst. vice president-Traffic Service-Mexico*; **G.L. Brower,** *secretary to manager-DP&LS*; **R.A. Butler,** *genl. claims manager*; **E.A. Cassou,** *clerk*; **A.L. Chavez,** *sr. asst. manager of budgets-Mechanical*; **K.G. Crowley,** *chief of salvage sales-DP&LS*; **L. Cummings,** *genl. bridge inspector*; **E.M. Dains,** *supervisor of contracts*; **H.A. Deem,** *asst. plant manager*; **H.E. Detels,** *chief clerk-Data Processing*; **W.J. Doré,** *communications plant engineer*; **C.B. Eggert,** *staff auditor*; **L. Ermedes,** *manager freight car control*; **C.C. Evatt,** *purchasing manager*; **E.A. Fiammengo,** *asst. secretary-Secretary's Office*; **P.J. Filios,** *purchasing manager*; **L.M. Fox,** *asst. vice president-Labor Relations*; **M.R. Gaddis,** *asst. manager, locomotive engineering-Electrical*; **L.E. Gammon,** *special agent*; **C.A. Goebel,** *asst. manager-Freight Car Planning and Control*; **M. Gogol,** *chief quality control*; **W.M. Grob,** *equipment design engineer*; **A.C. Grover,** *asst. manager locomotive engineering-Mechanical*; **C.R. Hancock,** *manager special projects OP&C*; **R.E. Hanley,** *head clerk*; **A.G. Heard,** *clerk*; **A.M. Hereeg,** *safety officer*; **W.W. Hollingsworth,** *track design engineer*; **B.H. Howard,** *manager covered hopper distribution*; **B.L. Hunt,** *manager OP&C*; **G.E. Jerue,** *special asst.-Executive Dept.*; **E.M. Job,** *clerk*; **G.H. Kelly,** *architectural engineer*; **C.R. Knightstep,** *asst. supervisor of car service*; **G. Koukoutsakis,** *admin. asst.-Operating*; **G.W. Larson,** *asst. manager service planning*; **R.A. Lathrop,** *manager of safety & training*; **R.E. Lauten,** *supervisor of car service*; **J.T. Letinich,** *asst. manager-tariffs*; **E.H. Lierman,** *special analyst-Bureau of Transportation Research*; **J. Lubimir,** *genl. manager intermodal sales*; **J.R. Luhrs,** *engineer open top loads*; **P. Magnano,** *chief draftsman*; **C.O. Mann,** *material coordinator*; **M. Maria,** *asst. manager-Central Collection*; **J.B. Martinez,** *clerk*; **B.E. Matthew,** *chief timekeeper*; **J.M. Miniaci,** *chief clerk-Traffic*; **W.T. Money,** *manager-petroleum products*; **G.V. Morris,** *supervisor passenger car service-Amtrak*; **J.R. Murphy,** *chief clerk-general, Freight Claims*; **B.L. Nelson,** *manager appropriations*; **J.T. Nugent,** *st. agency acct. clerk*; **R.C. Olson,** *asst. vice president-Contracts*; **H.T. Parigini,** *asst. vice president-Purchasing*; **F.W. Paul,** *buyer*; **B.A. Pate,** *asst. manager pricing-accessorial services*; **R.J. Pearson,** *special asst.-Treasury*; **R.C. Penix,** *asst. to engineer of signals*; **E.E. Portwood,** *asst. vice president-special projects-Traffic*; **C.S. Quigley,** *senior auditor-Equipment Accounting*; **W.F. Richter,** *appropriation clerk-Operating*; **J.A. Robinson,** *asst. engineer of signals*; **M.R. Rodenberg,** *secretary to asst. vice president, OP&C*; **W. M. Robertson,** *news editor*; **L.A. Sites,** *asst. tax commissioner*; **R.M. Smith,** *regional manager running maintenance*; **N.E. Steele,** *chief signal designer*; **A.E. Stenson,** *special accountant-Amtrak*; **Q.J. Stirtz,** *mechanical AAR supervisor*; **A. Thivierge,** *special asst.-Executive Dept.*; **W.E. Thomford,** *manager research & tests*; **H. Tooks,** *maintenance mechanic*; **N. N. Udaloff,** *asst. manager car engineering*; **F.M. Vett,** *bookkeeper*; **R.S. Wakefield,** *senior asst. manager-Operating Data Systems*; **C.E. Walling,** *senior medical asst.*; **F. Waseoe,** *special analyst-Traffic*; **H.A. Waterman,** *vice president & general counsel*; **S.C. Weiler,** *secretary to general tax commissioner*.

**HOUSTON DIVISION AND REPAIR PLANTS: F.T. Alley,** *engineer bridge maintenance*; **J.L. Bart,** *public relations manager*; **B.M. Bergeron,** *secretary*; **W.J. Bertrand,** *clerk*; **J.N. Burkhead,** *budget manager*; **C.E. Crews,** *chief clerk-Mechanical*; **J. Dubose,** *agent-telegrapher*; **B.T. Gardner,** *asst. manager freight claims*; **C.M. Goolsby,** *gang foreman-Communications*; **T.P. Griffith,** *account executive-Traffic*; **R.D. Hardee,** *manager intermodal services*; **B.J. Haynes,** *chief clerk-Law*; **G.S. Hildebrand,** *machinist*; **J.W. Hodges,** *special officer-Police*; **J. Holak,** *clerk*; **R. Huff,** *welder*; **P.L. Hybner,** *chief clerk to master mechanic*; **C.R. Johnston,** *regional manager-Real Estate*; **F.L. Johnson,** *supt. of transportation*; **W.R. Jones,** *asst. manager, intermodal pricing-domestic*; **E.L. Keyser,** *regional tax commissioner*; **A. Lormand,** *regional B&B supervisor*; **A.J. Knobloch,** *asst. supt.-DP&LS*; **J.H. Laughlin,** *asst. to engineer signals*; **C.T. Lucas,** *carman*; **D.G. Luera,** *car inspector*; **H.L. Lumpkin,** *electrician*; **D.W. Magna,** *administrative asst.-Tax*; **J. W. McCarty,** *examiner-Industrial Relations*; **J.T. McNamara,** *asst. superintendent*; **N. Milton,** *RASC agent-Operating*; **E.H. Okruhlik,** *chemist*; **M. Palacios,** *supervisor power & treatment-Wood Preserving Works*; **J. Poe,** *B&B supervisor*; **L.W. Powell,** *asst. to manager-Zone Accounting*; **A.L. Simmons,** *clerk*; **C.F. Speck,** *head file clerk-Operating*; **E.M. Stolz,** *supervisor-DP&LS*; **L.R. Thornton,** *laboratory operator-Mechanical*; **W.N. Trousdale,** *senior auditor*; **W.D. Whatley,** *lineman*.

**LAFAYETTE DIVISION: P.H. Benoit,** *chief yard clerk*; **J.W. Boudreaux,** *asst. supt.-Mechanical*; **D.H. Brupbacher,** *ticket agent*; **C.H. Byrd,** *special officer-Police*; **J.L. Courville,** *foreman*; **M.L. Diebel,** *locomotive engineer*; **P.J. Duet,** *chief yard clerk*; **K.W. Fanguy,** *switchman*; **I.E. Hanks,** *dist. MofW manager*; **F.V. Landry,** *rules & training officer*; **A.J. Manofsky,** *asst. to superintendent*; **H.W. Mouhot,** *genl. E&M supervisor*; **I.A. Rodrigue,** *yard clerk*; **L.J. Roy,** *traveling mechanic*; **J.W. Shaw,** *conductor*; **H.L. Shockley,** *dist. sales manager*; **J. Theriot,** *asst. signal supervisor*; **J.G. Zaointz,** *dist. communications supervisor*.

**LOS ANGELES DIVISION AND REPAIR PLANTS: F.M. Aguilar,** *truck driver*; **G.P. Aiken,** *signal maintainer*; **R.R. Allice,** *supervisor-DP&LS*; **E.H. Anderson,** *clerk*; **N.P. Banks,** *switchman*; **V.A. Becker,** *supervisor quality control*; **M.J. Bankson,** *chief clerk-Zone Accounting*; **A.F. Barajas,** *laborer*; **E.J. Berry,** *budget coordinator-Mechanical*; **S. Brown,** *boilermaker*; **M.L. Brumbach,** *dist. lineman*; **P.O. Buckley,** *carman*; **J. Cabral,** *crane operator*; **S. Campanelli,** *signal training officer*; **E. M. Carranza,** *laborer*; **R. L. Caufield,** *switchman*; **R. M. Chavez,** *laborer*; **J. D. Clyman,** *sales representative*; **M.E. Thompson,** *supervisor quality control-Mechanical*; **W.W. Toole,** *switchman*; **W.E. Whiting,** *work equipment supervisor-Engineering*; **T.B. Wilmoth,** *brakeman*; **F.C. Wood,** *claim inspector*.

**OREGON DIVISION: C.C. Adams,** *production supervisor*; **H.E. Beale,** *crew dispatcher*; **R.J. Beckby,** *conductor*; **L.F. Barkee,** *chief clerk-Traffic*; **A.F. Blank,** *chief crew dispatcher*; **Y.A. Briones,** *laborer*; **A.B. Clement,** *switchman*; **D.W. Dewitt,** *machinist*; **C.C. Doane,** *conductor*; **R.L. Doty,** *motor car mechanic*; **M.L. Doyon,** *drawbridge tender*; **J.W. Ferguson,** *regional engineer*; **D.R. Foltz,** *carman*; **E.L. Fuson,** *bridge foreman*; **C.M. Gardner, C.A. Gehrke, H.J. Gumbert** *and* **W.G. Hamilton,** *conductors*; **H.A. Hanson,** *lead signalman*; **J. Ihde,** *clerk*; **J.H. Johnston,** *car inspector*; **B.R. Jordan,** *electrician*; **N.K. Kluckman,** *station supervisor*; **C.J. Kollins,** *chief clerk*; **J.S. Landeros,** *machine operator*; **D.R. Larsen,** *manager sales administration*; **D.R. Lash,** *agent*; **E.R. Mayers,** *clerk*; **C.L. McCraw,** *switchman*; **C.W. McGillivray** *and* **K.D. Raines,** *conductors*; **S.W. Ramsey,** *crew dispatcher*; **P.E. Rising,** *clerk*; **L.M. Saldana,** *laborer*; **J.A. Schoolfield,** *brakeman*; **H.C. Slaton,** *locomotive engineer*; **E.M. Sneer,** *demurrage clerk*; **C.N. Speight,** *conductor*; **H.R. Strick,** *stenographer*; **J. Taubenkrau,** *foreman*; **D.L. Thompson,** *agent*; **N.A. Weber,** *locomotive engineer*; **L.A. West,** *conductor*; **E. Wilson,** *truck driver*; **R.A. Wilson,** *terminal superintendent*; **W.B. Wirth,** *switchman*; **R.D. Young,** *pipefitter*.

**SACRAMENTO DIVISION AND REPAIR PLANTS: L.E. Alford,** *crane operator*; **D.E. Barnes,** *foreman*; **E.W. Bianchi,** *yardmaster*; **M.L. Bowler,** *locomotive engineer*; **L.S. Brown,** *asst. chief clerk*; **J.E. Cody,** *trainmaster*; **E. Coleman** *and* **J.A. Cortez,** *laborers*; **C.H. Concha,** *clerk*; **B.A. Coulombe** *and* **J.J. Curnyn,** *switchman*; **R. Dettori,** *rate clerk*; **M. Dolyniuk,** *locomotive engineer*; **E.E. Dotson,** *car inspector*; **R.E. Evans,** *machinist*; **W.H. Geare,** *dist. sales manager-Salt Lake City*; **C.F. Gilmore,** *conductor*; **C.G. Gravenkamp,** *carman*; **J.P. Gregovich,** *sales representative*; **T.P. Guzzetta,** *machinist*; **R.N. Hawkins,** *blacksmith*, **G.D. Hyatt,** *clerk*; **J.M. Jordan,** *gang foreman*; **H.M. Kasicky,** *supervisor of quality control*; **E.J. Kearney,** *locomotive engineer*; **H.J. Kerins,** *asst. superintendent*; **F.R. Lopez,** *laborer*; **J.R. Magdaleno,** *electrician*; **A.D. McAdam,** *genl. foreman-locomotive works*; **S.L. Meyer** *and* **E.S. Minardi,** *conductors*; **P. Navarrette,** *sheetmetal worker*; **S. Nelson,** *electrician*; **J.G. Palmero,** *asst. mechanical production planner*; **W.W. Peterson,** *switchman*; **L.J. Pia,** *carpenter*; **H.L. Pigott,** *agent*; **D.C. Poppino,** *machinist*; **M.R. Presti,** *carman*; **J.M. Ramirez,** *genl. foreman-Roseville*; **L.H. Reswinkle,** *machinist*, **G.J. Rosales,** *foreman*; **K.J. Sailsbury,** *switchman*; **E.D. Sanborn,** *electrician*; **B.H. Sampson,** *switchman*; **J.D. Smalling,** *supervisor laboratory operations-Mechanical*; **C. Smith,** *agent-telegrapher*; **H.E. Smith,** *supervisor quality control-Mechanical*; **R.L. Swayze,** *carpenter*; **E.J. Taricco,** *machinist*; **C. Thorns,** *motor truck operator*; **F. Tindall,** *brakeman*; **P.J. Valenzuela,** *fork lift operator*; **R. Villalobos,** *laborer*; **J. Wilkinson,** *area sales manager*; **L.R. Wisby,** *chief yard clerk*; **R.M. Womack,** *locomotive engineer*; **G.R. Woodruff,** *supervisor quality control-Mechanical*; **R.L. Zachary,** *material planner*.

**SAN ANTONIO DIVISION: W.L. Baker,** *manager regional training*; **M. J. Balcazar,** *machine operator*; **A. E. Bigler,** *dist. MofW manager*; **H.W. Chamberlain,** *brakeman*; **B. F. Dent,** *sheetmetal worker*; **J. R. Davenel,** *B&B supervisor*; **B. N. Driggers,** *senior sales representative*; **J. D. Droomgoole,** *chief clerk-Engineering*; **T. W. Haase,** *yard office supervisor*; **B. V. Hale,** *locomotive engineer*; **J. J. Hanzal,** *mechanic*; **M. W. Lieck,** *asst. to superintendent*; **A. M. Martinez,** *yard clerk*; **R. G. McWhirter,** *superintendent*; **L. M. Roach,** *asst. general attorney*; **L. D. Roth,** *account executive*; **D. Schrock,** *laborer*; **H. E. Shaw,** *signal maintainer*; **K. D. Skelton,** *senior auditor*; **H. M. Smith,** *switchman*.

**SAN JOAQUIN DIVISION: J. A. Barclay,** *switchman*; **D. E. Boyd,** *draftsman*; **T. H. Compton,** *locomotive engineer*; **R. C. Davis,** *district MofW manager*; **G. F. Ducanson,** *conductor*; **R. L. Gestie,** *district claims agent*; **E. E. McCutcheon,** *locomotive engineer*; **R. D. Morgan,** *chief clerk-Traffic*; **F. Nelson,** *truck driver*; **K. K. Peck,** *station agent*; **G. W. Peck,** *clerk*; **F. Rocha,** *district MofW manager*; **E. E. Whitney,** *signal maintainer*; **E. R. Wise,** *electrician*.

**WESTERN DIVISION: M. W. Adams,** *manager-work equipment maintenance*; **T. V. Avila,** *clerk*; **I. O. Baker** and **J. F. Bastress,** *conductors*; **F. J. Bernovich,** *machinist*; **J. N. Busco,** *assistant trainmaster-Amtrak*; **N. O. Butler,** *asst. dist. claims agent*; **R. R. Butler,** *sales representative*; **J. S. Canady,** *switchman*; **M. Castleman,** *manager crew dispatching & timekeeping services*; **G. Castro,** *switchman*; **R. G. Chandler,** *car inspector*; **C. A. Dalke,** *clerk*; **J. R. Davis,** *locomotive engineer*; **N. F. Day** and **F. E. Dewald,** *agents*; **J. A. Dominguez,** *laborer*; **D. Donohue,** *locomotive engineer*; **T. L. Dorman,** *office engineer*; **J. Duffy,** *car inspector*; **W. H. Epperson,** *electronic asst.-Engineering*; **R. L. Farrow,** *laborer*; **J. B. Firestone,** *car inspector*; **C. R. Fitzpatrick** and **C. W. Fleming,** *brakemen*; **M. Fleming,** *motor vehicle messenger*; **W. M. Garcia,** *switchman*; **R. F. Garner,** *crew dispatcher*; **R. J. Gill,** *automotive equipment planner-Engineering*; **J. H. Henderson,** *switchman*; **L. V. Henke,** *sales representative*; **J. F. Horne,** *locomotive engineer*; **J. S. Jacobo** and **R. Jaquez,** *laborers*; **L. W. Johnston,** *locomotive engineer*; **G. A. Jordan,** *asst. terminal superintendent*; **L. M. Jurin,** *asst. terminal agent*; **B. D. King,** *motor truck operator*; **E. W. Kinsella,** *locomotive engineer*; **R. Llamas,** *laborer*; **J. E. Martine,** *mechanical training officer*; **E. R. McDaniel,** *car inspector*; **C. E. McGowan,** *asst. manager-intermodal services*; **K. F. Mero,** *sales representative*; **T. W. Moore,** *switchman*; **G. W. Montgomery,** *safety officer*; **W. G. Nesbit,** *locomotive engineer*; **A. Ochoa,** *electrician*; **D. E. Penland, J. L. Penland,** *and* **T. C. Pilkington,** *conductors*; **H. A. Rhodes, J. E. Sanford** *and* **A. E. Schnurman,** *clerks*; **M. Sanchez,** *carman*; **J. H. Scott,** *sales representative*; **D. J. Taylor,** *clerk*; **W. T. Thomas,** *crane operator*; **S. E. Tew,** *conductor*; **L. E. Tuerpen** and **H. R. Watson,** *demurrage clerks*; **D. E. Williams,** *conductor*.

**TUCSON DIVISION: C. C. Acuna,** *carman*; **M. A. Barnes,** *chief clerk*; **L. A. Brothers,** *locomotive engineer*; **B. E. Bryant** *and* **J. G. Cash,** *conductors*; **D. C. Conklin,** *locomotive engineer*; **C. Contreras,** *laborer*; **M. E. Crowell,** *clerk*; **F. E. Delgadillo,** *machine operator*; **W. H. Foster,** *telegrapher clerk*; **J. D. Fraser,** *asst. superintendent communications*; **J. R. Garcia,** *machinist*; **D. L. Hand,** *dist. MofW manager*; **R. F. Herndon,** *foreman*; **L. G. Howell,** *switchman*; **W. F. Jones,** *yardmaster*; **A. E. Larroque,** *coach cleaner*; **J. Mejia,** *laborer*; **M. E. Miller,** *asst. to superintendent*; **R. R. Perkins,** *laborer*; **C. D. Price,** *supplyman*; **A. J. Pruett,** *signal construction manager*; **E. A. Robson,** *clerk*; **J. P. Schneider,** *carman*; **L. A. Scroggins,** *laborer*; **C. Segura,** *genl. foreman-Mechanical*; **K. A. Storch,** *yardmaster*; **R. W. Swift,** *B&B supervisor*; **F. L. Wilson,** *foreman*.

**COTTON BELT:** *Kansas City Division:* **N. J. Brummel,** *electrician*; **L. A. Callahan,** *switchman*; **V. L. Ferrell,** *telegrapher*; **J. E. Gallipeau,** *yardmaster*; **H. A. Goodyear,** *foreman*; **G. H. Grimes,** *carman*; **I. O. Haugen,** *locomotive engineer*; **T. Hyatt,** *foreman*; **C. E. Knussmann,** *dist. sales manager*; **J. H. Meek,** *agent*; **J. E. Meyer,** *clerk-telegrapher*; **B. P. Moore,** *foreman*; **C. M. Potter,** *project field administrator*; **P. W. Riffel,** *carman*; **H. C. Shinn,** *clerk*; **A. A. Thrutchley,** *electrician*. *Pine Bluff Division:* **B. J. Barron,** *asst. vice president-Tariffs & Divisions*; **J. B. Boyd,** *locomotive engineer*; **T. E. Calhoun,** *asst. dist. claims agent*; **J. F. Canterbury,** *asst. signal supervisor*; **H. E. Carroll,** *conductor*; **J. H. Clarkston,** *demurrage clerk*; **J. M. Faucett,** *account executive*; **J. D. Freeze,** *switchman*; **F. Gray,** *clerk-telegrapher*; **H. C. Greene,** *road foreman of engines*; **B. J. Griffin,** *schedule foreman-Mechanical*; **C. P. Johnson,** *asst. plant manager*; **J. L. Kalkbrenner,** *regional MofW manager*; **R. E. Lee,** *welder*; **G. C. Litton,** *asst. chemist*; **R. E. Leurding,** *genl. clerk-Labor Relations*; **R. G. McRae,** *asst. terminal supt.*; **D. R. Michael,** *brakeman*; **C. L. Moltz,** *painter*; **J. M. Morriss,** *machinist*; **E. H. Murphy,** *brakeman*; **J. W. O'Dowd,** *dist. sales manager*; **J. E. Oliver,** *asst. to supt.*; **H. K. Owens,** *switchman*; **H. A. Petty,** *carman*; **L. M. Proctor,** *clerk*; **H. T. Reaves,** *E&M coordinator*; **L. J. Reddick,** *dist. MofW manager*; **J. C. Renfrow,** *plant manager*; **R. H. Sherrod,** *chief clerk*; **G. E. Shockley,** *conductor*; **D. D. Singleton,** *clerk*; **W. G. Thomas,** *agent*; **V. A. Uhrhan,** *supervisor of car service*; **J. D. Waldrep,** *clerk*; **C. R. Walker;** *agent*; **E. C. West,** *sheetmetal worker*.

**NORTHWESTERN PACIFIC: R. H. Barnes,** *clerk*; **D. R. Bash,** *asst. engineer*; **W. E. Corbett,** *dist. superintendent*; **E. A. Fletcher,** *chief yard clerk*; **E. J. Gist,** *yard clerk*; **R. L. Ray,** *mechanical foreman*; **A. E. Reinholtsen,** *agent*; **J. M. Stone,** *laborer*; **J. C. Yoast,** *carpenter*.

**THE PMT SYSTEM: R. E. Babineaux,** *asst. terminal manager, Lafayette*; **N. E. Bales,** *asst. purchasing manager, Burlingame*; **R. E. Cain,** *manager freight claims, Burlingame*; **B. P. Carrillo,** *dispatcher, Los Angeles*; **J. M. Donelon,** *sales representative, Houston*; **R. L. Figueira,** *maintenance manager, Marne Auto Transport*; **E. E. Eyring,** *foreman, Houston*; **C. A. Grant,** *terminal manager, Texarkana*; **D. E. Hedrick,** *foreman, Shreveport*; **D. K. Hutcheson,** *asst. terminal manager, Memphis*; **R. A. King,** *manager, construction west, Dallas*; **D. L. Meier,** *asst. terminal manager, Sacramento*; **C. C. Moore,** *terminal manager, New Orleans*; **L. O. Simmons,** *chief dispatcher, Houston*; **R. L. Smith,** *foreman, Memphis*; **J. M. Sneddon,** *asst. terminal manager, Portland*; **T. B. Warren,** *sales representative, Pine Bluff*; **J. H. Wrynn,** *manager, safety and personnel, Burlingame*.

**OTHERS:** *At Chicago:* **R. C. Bergquist,** *account executive-Traffic*; **J. E. Hartney,** *secretary-Traffic*; **F. T. Kearns,** *manager-sales administration-Traffic. At New York:* **T. J. Dougherty,** *asst. transfer agent-Treasury*; **J. B. Hart,** *manager-international-Traffic*; **W. F. Pick,** *staff assistant-Traffic*; *At Detroit:* **W. C. Fox,** *area sales manager-Traffic*; **R. S. Humphrey,** *asst. mgr. car engineering-Mechanical. At San Francisco:* **M. C. Coleman,** *admin. secretary-SP Land Co.*; **D. C. Dado,** *regional manager-SPIDCo.* **L. A. Brown,** *senior traffic representative, Monterrey*; **N. L. Manuel,** *stenographer-Traffic, Winston-Salem*; **W. W. McBride,** *office manager, SP Land Co., Houston*; **T. J. Longseth,** *dist. supervisor, SP Land Co., Sparks*; **V. W. Thompson,** *technical supervisor, SPPL, Colton*; **H. V. Engle,** *dist. sales manager (Cotton Belt), Cleveland.*

## Deaths

**GENERAL OFFICE, SAN FRANCISCO: H. C. Hoelter,** *transfer agent*; **G. R. Sheffield,** *equipment inspector*. **Pensioners: L. M. Adamson,** *senior billing clerk*; **W. L. Baird,** *office manager-Executive Dept.*; **J. C. Bunsen,** *head clerk*; **J. W. Corbett,** *vice president-Systems Operations*; **D. F. Diemer,** *assistant traffic manager*; **S. S. Fox,** *special claims adjuster*; **G. C. Freeborn,** *assistant vice president-Purchasing*; **L. Gutfeld,** *examiner-Personnel*; **A. E. Hanna,** *assistant treasurer*; **O. E. Hebbron,** *land clerk*; **G. W. Luhr,** *general claims agent*; **H. J. Marshall,** *special representative-Passenger Traffic*; **A. Perez,** *tab machine operator*; **L. A. Scholtz,** *registered nurse*; **L. I. Smider,** *joint facility clerk*; **C. B. Suhl,** *special assistant-General Claims*; **B. L. Thompson,** *traffic service clerk*.

**HOUSTON DIVISION AND REPAIR PLANTS: P. J. Stivers,** *assistant head clerk*; **R. H. Sutphin,** *brakeman*; **C. M. Bice,** *engine foreman*. **Pensioners: M. C. Birchard,** *head stock clerk*; **J. Broussard,** *boilermaker helper*; **N. W. Chatham,** *car foreman-Operating*; **W. M. Davenel,** *telephone operator*; **L. B. Harris,** *secretary*; **C. E. Henry,** *locomotive engineer*; **W. F. Holmes,** *assistant signalman*; **J. A. Ingerman,** *yard helper*; **J. A. Kern,** *cashier-ticket clerk*; **W. Lee,** *laborer*; **E. Owens,** *business car cook*; **J. C. Redd,** *car inspector*; **A. Thompkins,** *laborer*; **A. H. Tschirhart,** *roadmaster*; **J. E. Williams** *and* **M. R. Ypina,** *machinists*.

**LAFAYETTE DIVISION: J. Santos,** *track laborer*; **J. R. Waldrip,** *road foreman of engines*. **Pensioners: T. Colson,** *laborer*, **J. Darensburg,** *car inspector*; **L. M. Hawkins,** *city ticket agent*; **B. J. Kleibert,** *water service mechanic*.

**LOS ANGELES DIVISION AND REPAIR PLANTS: J. E. Doty,** *clerk*; **V. M. Harkins,** *chief clerk*; **T. E. Williams,** *yardmaster*. **Pensioners: J. W. Anderson,** *machinist*; **W. J. Black,** *schedule foreman-Mechanical*; **J. B. Bruner,** *fireman*; **J. Campbell,** *dining car waiter*; **P. J. Carpenter,** *carman*; **R. G. Cohen,** *printer machine operator*; **R. F. Dorman,** *freight carman welder*; **H. T. Earl,** *claim inspector*; **J. F. Edison,** *yard clerk*; **D. R. Edmunds,** *conductor*; **C. F. Forshee,** *switchman*; **J. J. Garcia,** *sheetmetal worker*; **G. Hall,** *brakeman*; **J. F. Hoffman** *and* **J. A. Kinkead,** *conductors*; **S. J. Kovacs,** *machinist foreman*; **C. H. McCrackern,** *brakeman-conductor*; **G. E. Montgomery,** *locomotive engineer*; **G. K. Moran,** *district traffic representative-Anaheim*; **J. Natinial,** *cook*; **D. E. Novotny,** *chief clerk-Long Beach*; **F. Quattrocchi,** *freight carman*; **J. H. Sandman,** *agent*; **W. M. Shaw,** *conductor*; **E. L. Sisson,** *locomotive engineer*; **A. H. Smith** *and* **W. W. Somerville,** *switchmen*; **C. M. Sommerville,** *engine foreman*; **W. M. Spann,** *brakeman*; **G. D. Stewart,** *conductor*; **H. E. Sumner,** *terminal agent*; **J. C. Terrones,** *stevedore*; **P. Terrones,** *laborer*; **R. R. Werner,** *locomotive engineer*; **C. W. White,** *conductor*.

**OREGON DIVISION: B. Dooley,** *track laborer*; **F. M. Sheehan,** *traffic service clerk*; **K. D. Wandell,** *switchman*; **C. D. Young,** *conductor*. **Pensioners: L. V. Barker,** *carpenter*; **L. W. Barnes,** *chief timekeeper-Operating*; **I. J. Buehler,** *clerk*; **A. D. Byrd,** *conductor*; **B. F. Doss,** *freight carman*; **J. Fragasso,** *carpenter*; **H. J. Harney** *and* **E. T. Leech,** *locomotive engineers*; **C. C. Mikkelson,** *assistant terminal superintendent-Eugene*; **E. L. Myers,** *yard helper*; **E. M. Neer,** *switchman*; **D. V. Piatt,** *chief clerk*; **F. E. Rist,** *telegrapher-clerk*; **W. S. Sims,** *locomotive engineer*; **J. E. Thomas,** *engineer inspector*; **F. E. Williams,** *electrician*.

**SACRAMENTO DIVISION AND REPAIR PLANTS: J. Borland,** *B&B carpenter*; **D. R. Gregg,** *water service foreman*; **A. J. Puelch** *and* **R. H. Purcell,** *machinists*. **Pensioners: C. E. Beach,** *sheetmetal worker*; **W. L. Berthiaume,** *yardman*; **M. Blankenship,** *carpenter*; **M. H. Cirby,** *crew dispatcher*; **J. K. Edwards,** *regional manager-Mechanical*; **E. B. Etchison,** *pipefitter*; **R. Garcia,** *foreman*; **M. S. Gobee,** *machinist*; **A. G. Gossage,** *brakeman*; **J. T. Hart,** *carman*; **E. D. Hayes,** *engine foreman*; **C. W. Hicks, H. G. Hutchens** *and* **F. V. Jones,** *locomotive engineers*; **O. A. Koop,** *cashier*; **P. P. Lara,** *engine washer*; **M. R. Lee-Thomas,** *conductor*; **E. P. Livramento,** *freight car painter*; **L. E. Lonergan,** *master mechanic*; **D. D. Lopez,** *molder helper*; **A. H. Malone,** *conductor*; **F. Martinez,** *laborer*; **A. Mayes,** *locomotive carpenter*; **J. M. McCreery,** *stevedore loader*; **W. W. Mealman,** *machinist*; **W. P. Phipps,** *ticket clerk*; **A. D. Root,** *fork lift operator*; **C. J. Silva,** *machinist helper*; **N. J. Snyder,** *machinist*; **R. A. Thayer,** *signal inspector*; **D. E. Thomas,** *car inspector*; **M. Vasquez,** *laborer*; **J. S. Ward,** *waste reclaimer*; **B. F. Wikoff,** *foreman*; **C. J. Williams,** *departmental machinist foreman*; **G. J. Woods,** *locomotive engineer*; **O. S. Young,** *road foreman of engines*.

**SAN ANTONIO DIVISION: E. G. Busch,** *switchman*; **M. M. Rodriguez,** *B&B carpenter*; **D. C. Silkowski,** *switchman*. **Pensioners: W. R. Brown,** *car inspector*; **C. R. Bandy** *and* **R. A. Coleman,** *locomotive engineers*; **L. C. Cook,** *conductor*; **E. Crittenden,** *laborer*; **F. Duarte,** *sheet metal worker helper*; **L. H. Hollub,** *instrumentman-MofW*; **G. W. Kyle,** *locomotive engineer*; **P. H. Mendez,** *laborer*; **G. L. Pettigrew,** *claim inspector*; **C. Sartain,** *car inspector*; **M. L. Shatley,** *yard helper*; **A. W. Simpson,** *laborer*; **E. A. Tillery,** *yardman*; **U. Trinidad,** *stationary fireman*; **A. F. Ullrich,** *clerk*.

**SAN JOAQUIN DIVISION: Pensioners: P. Esquibias** *and* **C. A. Freeman,** *laborers*; **W. A. Love,** *switchman*; **W. H. Frembling, A. A. Smihula, C. W. Snyder** *and* **C. F. Tolson,** *locomotive engineers*.

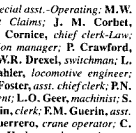
**TUCSON DIVISION: J. R. Kelley,** *brakeman*. **Pensioners: J. Bible,** *engine foreman*; **W. G. Boswell,** *locomotive engineer*; **W. A. Burton,** *car inspector*; **J. B. Davis,** *hostler helper*; **J. C. Ford,** *conductor*; **T. Foster,** *general yardmaster*; **T. E. Irwin,** *fireman*; **J. R. Jeanson,** *brakeman*; **G. V. McClain,** *conductor*; **W. B. Mills,** *yard helper*; **J. R. Mirano,** *motor truck operator*; **S. T. Monroe,** *lead carpenter*; **R. C. Overton,** *switchman*; **I. Vargas,** *freight carman*; **J. R. Walker,** *locomotive engineer*; **G. B. Wood,** *switchman*.

**WESTERN DIVISION: B. Mason,** *clerk*; **R. G. Nordberg,** *switchman*; **M. Segobian,** *signalman*; **J. K. Williams,** *locomotive engineer*. **Pensioners: R. E. Abraham,** *brakeman*; **A. E. Albach,** *machinist*; **W. C. Allen,** *special assistant-Commissary*; **C. Bolden,** *car inspector*; **J. Bushee,** *carpenter*; **P. Carter,** *boilermaker*; **C. Cortez,** *laborer*; **F. M. Flores,** *car inspector*; **P. A. Hamilton,** *business car chef*; **R. L. Harper,** *painter*; **J. E. Hess,** *baggageman*; **W. James,** *laborer*; **T. P. Jay,** *conductor*; **R. P. Martin,** *locomotive engineer*; **L. Martinelli,** *carman*; **A. Meza,** *laborer*, **M. W. Michael,** *clerk*; **J. M. Muscat,** *car cleaner*; **D. Nadeau,** *carload checker-clerk*; **H. L. Nix,** *business car chef*; **L. Pearson,** *waiter*; **G. H. Potter,** *locomotive engineer*; **T. F. Real,** *mail & baggage handler*; **V. J. Rinaldi,** *machinist*; **E. Z. Robbins,** *car inspector*; **S. D. Robinson,** *conductor*; **S. E. Smith,** *sheetmetal worker*; **L. H. Stone,** *switchman*; **F. M. Stover,** *clerk*; **B. Stuart,** *locomotive watchman*; **B. C. Teves,** *composite mechanic*; **H. A. Vargas,** *pipefitter helper*.

**COTTON BELT: A. A. Holder** *and* **S. P. Kutch,** *switchmen*; **L. K. Lamb,** *brakeman*. **Pensioners: C. E. Adams,** *brakeman*; **E. P. Becker,** *eastern traffic manager, New York*; **R. L. Glover,** *car foreman, Pine Bluff*; **A. Gutweiler,** *assistant to freight traffic manager, St. Louis*; **R. G. Hanschen,** *conductor*; **M. H. Larue** *and* **A. E. Venable,** *locomotive engineers*; **W. D. Womack,** *general clerk*.

**NORTHWESTERN PACIFIC: Pensioners: E. L. Andreen,** *accident clerk*; **H. A. Hamilton,** *assistant B&B supervisor*; **U. Jara** *and* **E. Ornelas,** *laborers*; **S. C. Young,** *car foreman*.

**Congratulations** *Retired towerman Alvin D. Adams, celebrated his 100th birthday on August 6. Adams began working for the railroad in 1926 and retired in 1948. He worked at Lathrop, French Camp and Mossdale bridge towers.*



# Readers Contribute Catchy Slogans Promoting Importance of Shippers

*Bulletin* readers sent in plenty of slogans to promote the Transportation Company's dedication to meeting the needs of shippers. They show a lot of spirit and enthusiasm for our railroad operations and we wanted to share them with you.

For more about your responses to the article that appeared in the May-June issue about the Transportation Company's commitment to its customers, employees and quality transportation services, see page 2.

### Readers' Slogans

- When you ship with SP you're on the right track.
- SP: Special People in Service to the Public.
- Put your business on the right track.
- Southern Pacific means your service is our first priority.
- A sound and progressive company knowing we serve the public. Try Southern Pacific.
- Safety and honesty is our slogan,/Sincerity is our game,/Keep Southern Pacific rolling,/Prosperity is our aim.
- SP: Total Shipper Care.
- We Care.
- The Shipper Is King.
- Not what the shipper can do for me, but what I can do for the shipper.
- We must listen to the customers needs in terms of safety, service and cost.
- SP's #1 commodity is our shipper.
- Accuracy generates revenue; accuracy insures safety.
- We can do it right the first time.
- We ship large,/We ship small,/We ship anything at all.
- Remember the shipper, he is the source.
- A happy customer is a satisfied customer.
- Our shippers provide our daily bread, so handle with care and understanding.
- Kindness goes a long way, especially on rail.
- Save our fuel, save our highways and bridges—ship by rail.
- Be thankful to/for shippers.
- Service is first or SP is last.
- We can—hand in hand.
- Every segment of railroad employment depends on shippers. Are you doing your part?
- Swift Service for SP Shippers.
- Up hill slow,/Down hill fast,/Shippers first,/Payday will last.
- This is your livelihood and mine, let's make it work.
- A clean way is a safe way.
- You can be sure your load is secure.
- We produce results.
- Hug a shipper today.
- Small customers + good service = big business.
- Without our shippers, there would be no need of our services.
- Equipment that is maintained right can be called day or night.
- Shippers keep the wheels a'turning and this creates our earnings.
- Shippers want the best. SP passes the test.
- Ship on the Southern Pacific; you'll say it's terrific.


SP *We Provide Service to People With People Dedicated to Service*

WE ♥ SHIPPERS

*On the Right Track For a Better Tomorrow*

*Ship With SP 'Cause We're the Best. We'll Deliver Your Goods Before We Rest.*

THINK SERVICE

*SP—Shipper's Partner*

Serve the Shipper The Sunny Southern Pacific Way

SP

At SP, The Customer Is #1

SHIP ON THE SOUTHERN PACIFIC YOU'LL SAY IT'S TERRIFIC!

**Commitment, Speed and Dependability**

SERVICE WITH PRIDE



Southern Pacific Bulletin
One Market Plaza
San Francisco, CA 94105

Bulk Rate
U.S. Postage
PAID
Southern Pacific


[redacted]